

## Message Text

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PAGE 01 STATE 137052

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ORIGIN EB-07

INFO OCT-01 EUR-12 ISO-00 IO-10 CAB-02 CIAE-00 COME-00

DODE-00 DOTE-00 INR-07 NSAE-00 FAA-00 L-03 /042 R

DRAFTED BY EB/OA:MHSTYLES:VLV

APPROVED BY EB:JLKATZ

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R 120025Z JUN 75

FM SECSTATE WASHDC

TO AMEMBASSY PARIS

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E.O. 11652: N/A

TAGS: EAIR, XX

SUBJECT: CIVAIR - COMMISSION RATE QUESTION

FOR ASSISTANT SECRETARY ENDERS

1. FOLLOWING IS AN UP-DATE ON THE COMMISSION RATE QUESTION  
FOR YOUR INFORMATION.

A. WITH THE CLOSING OF THE IATA MAIL VOTE ON JUNE 5 AND  
PAN AM'S CONTINUED NEGATIVE VOTE, A NUMBER OF AIRLINES HAVE  
ANNOUNCED NEW RATES WHICH EITHER MATCH PAN AM'S INCENTIVE  
SCHEME OR INCREASE TO A NEW FLAT HIGHER RATE. BRITISH  
AIRWAYS HAS ANNOUNCED IT WILL PAY 7 PERCENT PLUS DOLS 7 FOR

EACH FIRST CLASS TICKET OR DOLS 3.80 FOR OTHER TICKETS.

B. HAMMARSKJOLD HAS ASKED ALL IATA AIRLINES TO REGISTER  
ALL CONTRACTS FOR PAYMENTS TO TOUR OPERATORS AND OTHER  
MIDDLEMEN.

C. HAMMARSKJOLD WILL MEET WITH SEAWELL IN NEW YORK ON  
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PAGE 02 STATE 137052

JUNE 12. MEETING, WHICH WAS AT SEAWELL'S REQUEST, INTENDED

TO CLARIFY PAN AM'S POSITION.

2. JUDGING FROM ABSENCE OF REPRESENTATIONS, BRITISH SEEM  
TO HAVE ACCEPTED FACT USG WILL NOT "FORCE" PAN AM TO COME  
TO AN AGREEMENT ON COMMISSION RATES UNTIL IATA'S ENFORCE-  
MENT MACHINERY AND NEW LOOK AT COMMISSION RATE STRUCTURE  
FALL INTO PLACE. KISSINGER

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** CIVIL AVIATION, TOURISM, PASSENGER FARES  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 12 JUN 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** greeneet  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1975STATE137052  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** MHSTYLES:VLV  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D750204-0927  
**From:** STATE  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1975/newtext/t19750656/aaaabyza.tel  
**Line Count:** 68  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ORIGIN EB  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** greeneet  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 21 MAY 2003  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <21 MAY 2003 by MartinML>; APPROVED <01 OCT 2003 by greeneet>  
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**Review Release Event:** n/a  
**Review Transfer Date:**  
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**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** CIVAIR - COMMISSION RATE QUESTION FOR ASSISTANT SECRETARY ENDERS  
**TAGS:** EAIR, XX, IATA, PANAM  
**To:** PARIS  
**Type:** TE  
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